



**institute for
supply management**
ISM—Wichita, Inc.

P.O. Box 2055
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Monthly Newsletter

Internet Address <http://www.ismwichita.org>

ISM-Wichita Virtual Webinar:

***The ISM® Report On Business®
and Coronavirus Business
Impact Possibilities***

***The ISM® Report On Business® - Leading the
Industry with Reliable Economic Indicators***

***The ISM® Report On Business® –
Manufacturing (PMI®) and Services (PMI™) –
are two of the most reliable economic
indicators available, providing guidance to
supply management professionals,
economists, analysts, government, and
business leaders. The reports are issued by
the ISM Manufacturing and Services
business survey committees.***

***The ISM® Report On Business® continues to
be consistent and accurate in indicating the
direction of the overall economy, in addition
to the manufacturing and services sectors.***

***The reports are available on the first and
third business day of each month. ISM's
Hospital report will be available on the fifth
business day of each month.***

***Presenters Paul Lee and Jim Fleming will
present on actual and potential coronavirus
effects as reported and as forecast by ISM's
Report on Business and related COVID-19
impact research.***

Presenters' biographies are on page 5.

**Member Meeting
October 2020
Virtual Webinar**

Date: Thursday, October 8th, 2020

Location: Online Event - Webinar

Campus Attendees: WITS Office

Meeting Time: 6:00 pm - 8:00 pm CDT

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President's Message

Greetings All!

Another month winding down and it sure seems like the year is flying by. We have had our first online virtual meeting this month with a round table and open questions and answers. The attendance was good, and I appreciate all those that were able to attend. We are making some changes to help create and make this more efficient with the technology that we have available to our group.

Our next meeting on the 8th of October will be coming out soon on **Eventbrite** so be looking for it and sign up early. One of our speakers will be **Paul Lee** that works for **ISM World** and he will be speaking about Supply Chain Risk and the effects of the **Covid-19** pandemic. He will be co-hosting with another speaker from **ISM World**. This should be very interesting, and I believe that everyone, regardless of your industry, will find useful.



This last week I had the opportunity to talk to a supply chain class at **WSU** (again virtual) about **ISM** and its benefits, the company that I work for (**BG Products**) and supply chain professionals in general. I am always humbled by the opportunity to speak to the students that are in various stages of learning. Some are still in college without any practical work experience, some are furthering their education in supply chain studies, and some are individuals returning to education to learn another course of study in supply chain. The questions they presented were all great questions and I can tell that they all are seeking knowledge and inspiring to become our future professionals in supply chain.

One of the questions asked, ***“Along with having a degree in supply chain education, what are the opportunities of getting into a company in supply chain?”***. Networking, some experience, certifications, and referrals, can all be ways to help open doors into the job market. Sometimes you will need to start on the ground level and move up as opportunities present themselves. Ability to learn new things and always having a servant attitude are other keys in my professional opinion.

ISM is about the training, education, networking and being able to help others in our profession. So, this year we may see many opportunities for virtual training, and I would encourage anyone to join in the discussions and provide feedback on the events that we have. Please do not hesitate to reach out to anyone on the board with these comments as our Board is very dedicated to making this year a successful one.

I hope to see our webinars grow this year as we move forward.

Please stay safe!

Respectfully,

John C. Buche CPSM
President, ISM - Wichita Chapter
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“Education is the most powerful weapon which you can use to change the world.”
Nelson Mandela



ISM—Wichita, Inc.

ISM—Wichita Inc. Mission Statement:

“The primary objective of ISM-Wichita is to develop the professional qualities of its members: attitudes, skills, and knowledge in the field of purchasing and supply management.”

Featuring New ISM Board Member:

Kim Sowell

Membership Co-Chair

I am excited to have recently joined ISM and look forward to networking with procurement professionals in the private sector since my experience has all been with public procurement. I am pleased to serve on the ISM board as your Membership Co-Chair.

I am a Wichita native and have lived here most of my life. After graduating from Wichita High School North, I was in the work force for a few years before deciding to attend college at Oklahoma State University. I later returned to Wichita and finished with a bachelor's degree in Business Administration with minors in Marketing and Management at Wichita State University (*GO SHOCKS*).

I worked as the Marketing Director for HomeTown Buffet while attending WSU. It was a fun place to work as one of my duties included taking the mascot, the HomeTown Bee, to local community events. I was named the Regional Community Rep of the year by Buffets, Inc. while employed there.

I began my career in procurement at the City of Wichita as a secretary and was promoted within 6 months to a buyer. With encouragement from colleagues, I obtained my Certified Professional Public Buyer (CPPB) certification in August of 2008. I left the City of Wichita after 12 years of service to become the Assistant Director of Purchasing at Wichita State University, where I have now been for 9 years.

I am a member of the National Institute of Government Purchasing (NIGP), The National Association of Educational Procurement (NAEP) and Kansas Association for Public Purchasing Professionals (KAPPP). For the last 7 years I have served the KAPPP board in several roles. I accepted the Membership Chair in 2012 where I served through 2014. I was elected Vice President for 2015 and 2016. I became President in 2017 and continued in that capacity through 2019.

My husband, Kevin, and I have been married for 15 years. I have one stepson who has blessed us with four grandchildren, two boys and two girls. My husband and I love to go to concerts, travel, attend my niece and nephews' activities (school music performances, dance recitals and band concerts), hang out with friends and family and play with our adorable grandkids. I am looking forward to getting to know many of you and learn more about private sector procurement.



**The ISM[®] Report On Business[®] and Coronavirus Business
Impact Possibilities
Presenters**



Paul Lee
Director, ISM Research & Analytics
Institute for Supply Management[®]

Paul is responsible for overseeing production of the monthly **Report On Business[®]** and for executing ISM's primary research initiatives. Under his leadership, the **Report On Business** team is working to extend the reach and coverage of this well respected portfolio of macroeconomic indicators.

Working collaboratively with internal and external clients, the research team scopes, designs, and executes programs to discover and deliver actionable information and intelligence that drives and enhances organizational performance.

Paul has over 20 years of commercial research and analytics experience in the non-profit, healthcare, broadcasting, and construction materials industries, including eight years as a Senior Manager of Research for J.D. Power and Associates. Paul earned his M.B.A. from Arizona State University and his B.A. from Harvard University.



Jim Fleming, CPSM, CPSD
Supply Management Program Manager
Faculty Member
Institute for Supply Management[®]

Jim is a program manager and senior instructor at the Institute for Supply Management (ISM[®]). He is a Certified Professional in Supply Management[®] (CPSM[®]), a Certified Professional in Supplier Diversity[®] (CPSD[™]) and spent over 30 years working for the Intel Corporation. He retired from Intel in 2014 and pursued his passion for education by joining ISM.

Jim has a Bachelor of Science in Mechanical Engineering Technology from Montana State University and executive education from Columbia University. Jim's current focus at ISM is development of certification programs, expansion of assessment processes and instructing supply management courses aligned to the Mastery Model[™] and CPSM certification.

What My Sled Dogs Taught Me About Planning for the Unknown

Working with them in the wilderness means negotiating countless shifting variables.
Sounds a lot like the world we're living in.

By Blair Braverman

Sept. 23, 2020

This article is part of [a series on resilience in troubled times](#) — what we can learn about it from history and personal experiences.

Here's the thing about sled dogs: They never know how far they're going to run.

As a musher — the human driver of a dog sled team — this is one of my main challenges. There are many ways in which my dogs know more than me. They know if a storm is coming, or if a moose crossed the trail days before. They know how ice shifts under their paws. They know if we're being followed and by what kind of animal. They know their own power — that they're stronger than me, much stronger, and if they turn or stop when I ask them to, it's because they're choosing to listen and trust me. Running together is a gift they give me every day.



But each time my dogs hit the trail, they run *hard* — they give it everything they've got. That's fine if we're going 10 miles, or 30, distances they can cover easily in a few hours. We can leave after dinner and be home by midnight, silver snow on a full-moon night. But what if we're going a hundred miles, or a thousand? Asking sled dogs to pace themselves, to slow it down, is like asking a retriever to only fetch one ball out of three: It goes against their every instinct.

That's how I feel now, midpandemic: that we humans are falling into uncertainty, stretching ourselves thin, and we have no idea how far it is to the finish line. The difference, of course, is that sled dogs want to run, and people do not want to live through a public health crisis. But there's a parallel in the unknown distance, the unseen ending. And oddly enough, mushing has prepared me for this.

I used to be a dedicated planner. I knew what I'd do every day, weeks in advance. Having a plan made me feel confident and safe. And then I got into long-distance dog sledding, and I discovered that the only thing worse than not having a plan was the stress of having one and constantly breaking it. Working with dogs in the wilderness means negotiating countless shifting variables: snow and wind, wild animals, open water, broken equipment, each dog's needs and changing mood. I learned that plans, when I made them, were nothing but a sketch; the only thing I needed to count on was that the dogs and I would make decisions along the way.

So how do you throw yourself into the unknown — and better yet, feel OK about it? How do you settle into an endurance challenge with no idea when it will end?

One of the most surprising things about distance mushing is the need to front-load rest. You're four hours into a four-day race and the dogs are charging down the trail, leaning into their momentum, barely getting started — and then, despite their enthusiasm, it's time to stop. Make straw beds in the snow, take off your dogs' booties, build a fire, heat up some meat stew (for the team, but hey, you can have some too) and rest for a few hours. The dogs might not even sit down; they're howling, antsy to keep going. It doesn't matter. You rest. Four hours later, you rest again.

And you keep doing that, no matter how much your dogs want to keep going. In fact, if you're diligent from the start, they'll actually need *less* rest at the end of a trip — when their muscles are stronger and their metabolisms have switched from burning glycogen to fat — than at the beginning. It's far easier to prevent fatigue than to recover from it later.



But resting early, anticipating your dogs' needs, does something even more important than that: It builds trust. A sled dog learns that by the time she's hungry, her musher has already prepared a meal; by the time she's tired, she has a warm bed. If she's cold, you have a coat or blanket for her; if she's thirsty, you have water. And it's this security, this trust, that lets her pour herself into the journey, give the trail everything she has without worrying about what comes next. You can't make a sled dog run 100 miles. But if she knows you've got her back, she'll run because she wants to, because she burns to, and she'll bring you along for the ride.

What this means for people, for us, is that we can't just plan to take care of ourselves later. We shouldn't expect to catch up on sleep when we really crash, or to reach out to loved ones after we're struck by loneliness. We should ask for support before we need it. We should support others before they ask. Because if you don't know how far you're going, you need to act like you're going forever.

Planning for forever is essentially impossible, which can actually be freeing: It brings you back into the present. How long will this pandemic last? Right now, that's irrelevant; what matters is eating a nourishing meal, telling someone you love them, walking your dog, getting enough sleep. What matters is that, to the degree you can, you make your own life sustainable every day.

Sled dogs can run farther, in a shorter time, than almost any other animal. But they only think as far ahead as they can see, hear and smell. They catch the scent of a deer; they see a curve in the trail. It is, in its way, that simple. If the team meets an unexpected challenge, if they come to a steep mountain or take shelter in a storm, they're better off for their restraint. Because they're healthy, content; they have what they need, and they have each other. There's no stronger way to meet the unknown.

2020/2021 Officers

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Calendar of Events for 2020-2021

November - Past Presidents' Night

December - Social Event